

# STINNES, INDUSTRIAL OVERLORD, DESCRIBED BY AN ASSOCIATE

## WOMEN WORKERS, FIELDS, CHILD LABOR DECREASES

### Dominant Figure in German Business, With Worldwide Interests and an Army of Employees, Lives Simply in the House of His Grandfather and Is Devoted to Home and Family.

Mr. Cuno, the writer of this article, was until recently the chief editor of Stinnes' leading newspaper, the "Deutsche Allgemeine Zeitung." He was daily in close contact with Stinnes, both in Berlin and at his home, and with him discussed and directed Stinnes' political policy in the press.

By RUDOLPH CUNO.  
Special Correspondence to THE NEW YORK HERALD.

THE inhabitants of the devastated area in France are weary of being used as living arguments of the horrors of war. What they want is to have their houses, their factories and their farms rebuilt. They hope to have their fields leveled and roads remade. They want to return to work and to forget the war. They have, therefore, turned to Herr Stinnes as the most powerful manufacturer in Germany with the request that he take up reconstruction in France. Wonderful to relate, Herr Stinnes undertakes the work.

Radical workers have regarded Stinnes for years as a capitalist beekeeper, the kind of person whom one can accuse of every possible villainy without fear of doing him an injustice. Agitators, when this agreement with the French was reached, again crept back to their mud and looked at the matter with the perspective of a frog. They accused Herr Stinnes of making this agreement with the Marquis de Lubersac simply to satisfy his insatiable, capitalistic greed of profits.

There are others, of course, who are not carried away by cheap rhetoric, and who, whatever they may think of the details of the Stinnes-Lubersac agreement, see in it the beginning of a notable undertaking for peace.

Stinnes Widely Discussed, But Very Little Known

But what do they know of Hugo Stinnes? There are few names which are mentioned so frequently by the world's press. There are few men who are so much discussed in Ministers' Cabinets, on the stock exchange or in business offices. There are many people, too, who know him personally, but there are only a few who know him close up. People know him as one of the richest men in the world, as one of the most enterprising kings of industry in the world's business, as a man who possesses mines, electrical works, engineering factories, fleets of ships, vast estates, forests, hotels, newspapers and printing presses and who has his agencies in every portion of the world. He is also known as a man who has in his service whole army corps of employees and directors—directors who in their turn command regiments of employees. This is what the world knows of this man. It seems a great deal and yet at bottom it is very little, for it tells us nothing about Stinnes' personality, all the more interesting through the power which he wields.

Stinnes' personality, like that of most really great men, is at bottom simple, straightforward and modest. In his personal appearance he is of average height, rather stocky. He dresses as badly as an elderly book-

keeper in a small town. His head is distinctly striking. Short, black, bristling hair, an olive complexion, surrounded by a closely clipped black beard, and a pair of clear brown eyes which look out on the world as if they were gazing into the far distance. The whole appearance of the man is striking and attractive. Some people say he looks like a Jew, others like an Assyrian, but in any case he does not look in the least ordinary.

Even people who know nothing of psychology must recognize at once that they are face to face with a man of extraordinary gifts and capabilities. His voice is pleasant, but is untrained. He has not the volume necessary for a speaker in Parliament and in other public assemblies of which he is a member. If one wishes to hear him—when he does speak—it is necessary to get close to him. Usually his speeches are full of clear headed sense and the language is well chosen, but they are not eloquent. He is not so much interested in the form of a thing as in what to do, and he always has something important to say.

Lives Where His Father And Grandfather Dwelt

Stinnes' manner of life is just as plain and simple as his appearance in public. His home at Mulheim-am-Ruhr is in the industrial region where his grandfather and father made their fortunes in the coal business. He lives in the house of his grandfather, a narrow, fronted, ordinary, middle class dwelling, which does not differ from others in the neighborhood. It is furnished like that of millions of other substantial German homes. Any one who expects to find the wealth of India and Arab by which Stinnes has at his disposal in his home will be disappointed.

Stinnes has taken up his quarters in Berlin at the Esplanade Hotel, at the Potsdamer Platz, which, like many other large hotels in Germany, belongs to him. He does not prefer to live in Berlin in a quiet, middle class way, but in the course of the day he receives a steady stream of people—Ministers, diplomats and manufacturers. People come with schemes of all kinds, from all countries. Any one, however, who is invited to lunch or to dinner must not imagine that he will have Lucullan feasts. Lunch is comparatively luxurious, for then he will get the ordinary hotel menu—soup, a little bit of fish and a bit of meat. The supper, for which Stinnes is famous, is a different matter. Any one who is not content with a few slices of cold meat and a couple of eggs would do well to dine heartily beforehand, especially if his business with Stinnes keeps him there till late at night.

Stinnes has only two pleasures—working from morning till night and his family life. His intimate world is composed of his wife and seven children. Here he finds peace and recreation after the battles of the day. He does not mind a night train if he can spend his Sunday at Mulheim with his family. For example, Stinnes has large factories in Koenigsberg, East Prussia, and his business often takes him there. But as soon as Saturday afternoon comes round he goes home, spends Sunday at Mulheim and goes back to Koenigsberg on Monday. This means two railway journeys of two days each.

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Handsome, highly gifted girl. She is only twenty, but has already traveled widely in South America and has written her impressions in the newspapers. All the Stinnes children have their father's habit of looking only at the practical world, and take no interest in music, painting, theater and the other arts. But commercial activity is to his highest sense, and on a very great scale, has a poetic side which raises the captain of industry above banalities of ordinary life.

Does Stinnes seek only to make more millions with his wealth? Is it only thirst for power which drives him forward? Any one who knows him knows that he thinks very seriously over the question of the limits to his power. Shrewd sense and knowledge of hard realities keep him from losing the solid earth beneath his feet.

Hard, Incessant Work Fills the Day for Stinnes

Such is Stinnes' life. It consists in nothing but hard, uninterrupted work. Although he is well over 50 it is astonishing, or rather uncanny, to see how much work he manages to do during the day. He will attend a number of meetings, hold half a dozen business conversations, go through a pile of papers and dictate a quantity of letters. He asks you to be there at nine in the evening to discuss something with him. About half past nine he asks you to excuse him as he will not be ready for another half hour. He appears finally at half past ten. You would suppose that he would be weary and tired. On the contrary, he will listen with the sharpest attention to what you have to say to him, will tell you the objections he has to your proposition, make his decisions brief, clear cut and always to the point, give you his ideas clearly and impressively. This goes on till two in the morning, until you, who also have had a heavy day behind you, are tired and exhausted.

And this goes on day after day. It has gone on from the time when, as a lad of 17, Stinnes left his father's house to work as a collier in a coal mine. He slept then in a miner's house, and tells many interesting stories of the curious family life which he then shared. The house did not smell of roses, nor even of soap. It was here that Stinnes laid the foundations of his wide experience. Above all he learned during that year to know and appreciate the German workman. He learned that the German worker is the most valuable asset in Germany.

Long before the war Stinnes advised his fellow manufacturers to give up their position as absolute masters over their workers and to recognize the latter as a party in production entitled to equal rights. He recognized that the idea of absolute control over industry could not be maintained in the long run, and that the eventual compromise with the workers would prove the more expensive to the employer the longer it was postponed. His own workmen know, too, that Stinnes is a broad-

minded and generous employer and no slave owner. They talk openly and freely with him, and in accordance with the good old business custom they call him the chief.

Not a Business Tyrant, But Simple, Unpretentious

A Berlin journalist once described Hugo Stinnes as a pale, cold hearted tyrant with hard eyes and an inflexible face, as a man before whom his workers and assistants up to the general manager trembled because he could ruin them with a word, if he felt inclined to do so. The writer had probably never seen or heard how Stinnes deals with his employees. In his intercourse with them the chief is the most modest, simple and unpretentious person in the world. He likes to talk, but also to listen, and so a business discussion with him often transforms itself into an agreeable conversation, but never chit-chat.

Stinnes has the art of choosing the right people to carry out his ideas. His most important assistants who draw large salaries have mostly risen from subordinate positions. Any one who understands his business and is efficient is given a chance. Stinnes' eldest daughter, Nora, is a

Those Who Ventured Into More Strenuous Lines Make Little Headway, Others Holding Own

By H. E. C. BRYANT.  
New York Herald Bureau, Washington, D. C., Nov. 18.

WOMEN are gradually elbowing their way into many good jobs heretofore held exclusively by men. The world war gave them an opportunity to show their husbands and brothers what they could do, and they seized it. The demand for workers at home while the men were away in the military service forced employers to utilize women wherever they could. A call for help was sounded and thousands of women responded. Since then the women have been holding their own.

These facts are brought out in Census Bureau reports revealing an interesting trend in the occupations of men, women and children in the nation. The facts collected by this Government agency are extremely interesting, especially as they touch the employment of women and children. In comparing the figures of 1910 with those of 1920 the enumerators and compilers show the changes. A few women recently ventured in some of the more strenuous lines of men, and did not make much headway, while others entered other occupations and have kept going until they now have a good footing in positions from which they were formerly barred.

These Census Bureau reports present many interesting features in the movement of working men and women from the rural to the town and city districts.

A striking fact revealed is that the employment of children between the ages of 10 and 15 is decreasing in every section of the country.

Within the last ten years the drift of farmers and farm laborers to the towns and cities has been marked; this is brought out in every phase of rural life.

The population of the United States ten years of age and over was \$2,739,315 in 1920, and 71,580,270 in 1910. Persons 10 years of age and over engaged in gainful occupations in 1920 totaled 41,614,248, or 58.4 per cent. of the total population, as against 35,167,336, or 49.3 per cent. of the total population, in 1910. The big jump was from 1880 to 1890.

Census figures show that women have abandoned farming pursuits faster than the men.

In 1910 22.4 per cent of the women engaged in gainful occupations were in agriculture, forestry and animal husbandry; by 1920 those so engaged had dropped to 12.7 per cent.

The showing for domestic service is interesting. In 1910 of all the women engaged in gainful occupations 31.3 per cent. were in the domestic and personal service class. In 1920 that percentage had come down to 25.6.

The Census Bureau compilations plainly show that women are quitting the farm and the domestic service occupations whenever they can to take up other work. During the ten years between the last two census taking periods the number of women engaged in the extraction of minerals, manufacturing, mechanical and industrial occupations increased. The percentage of women in clerical jobs increased from 7.3 in 1910 to 16.7 in 1920. Professional service women increased from 9.1 to 11.9 in the same period.

While women made a large increase in clerical occupations, men increased their percentage there from 3.8 to 5.1.

The movement from the farm to the city and town is gradual but steady.

The high cost of living and the efforts to combat it are manifested in the census reports. The coming of chain stores that sell over the counter has resulted in a small revolution in the purchasing system of housewives. Data gathered by census takers show that a real fight to save by "carrying home the purchase" is being made. There was a slump in deliveries from 1910 to 1920.

The marked decrease from 1910 to 1920 in the number of deliveries, especially in the number of deliveries for stores, is believed to have resulted largely from the substitution of the motor for horse drawn delivery wagons," the Census Bureau suggests.

Farmers Have Difficulty In Getting Good Laborers

Here are the figures on deliveries: In 1910 there were 229,619 deliveries; 229,469 male and 150 female. By 1920 that number had decreased to 170,235, with 170,039 males and 196 females.

Farmers in various sections of the country complain of the inability to obtain laborers. Although this is in the circuit which has the largest volume of business in the United States there are other circuits that have more judges. Prior to the increase in the number of district judges the four New York districts had eight judges, Connecticut one and Vermont one, making ten district judges in the Second circuit, while the Fifth circuit, which includes the Gulf States and the Canal Zone, had eighteen district judges.

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### Fewer Domestic Clerical Work; All Sections Show Falling Off in Child Labor

As the suffrage fight broke forth, and women began to renew the old demand for equal rights, some women started out to convince the world that they could do anything their brothers could. The last census report on occupations indicates that some of the more strenuous jobs proved too much for the ambitious women.

In 1910 there were two women apiece to blacksmiths, and in 1920 the number had not increased. "In 1910 there were thirty-one full fledged blacksmiths, but by 1920 the number had fallen to four. The number of women brick and stone masons in 1910 was fifteen, but in 1920 only seven were listed. The number of blacksmiths decreased to eighty-nine from ninety during the ten years. Female jewelers, watchmakers, goldsmiths and silversmiths decreased from 2,537 to 1,678. Goldsmiths and silversmiths alone dropped from 204 to fifty-seven.

Here are some of the new occupations women have entered since 1910: Foresters, forest rangers and timber cutters, two; managers of lumber camps, eight; hay balers, four; foremen, one; loom fixers, three; tin-smith, one; captains of ships, two; foreman of transfer companies, two; laborers on road repair work, two; boiler washers and engine hostlers, thirty-four; conductors (street railway) 253; motormen (street railway) twenty; street railroad switchmen and flagmen, four; railroad yardmen, three; mechanical engineers, eleven; veterinary surgeon, one, and hotel butler, one.

During the war many young women entered the service of telegraph companies, made good and are holding to their jobs. In 1910 there were 8,219 female telegraph operators, and in 1920 they had increased to 18,860. The number of telephone operators in 1910 was 88,262 and in 1920 it had gone to 178,379.

Twelve women held jobs as telephone and telegraph linemen in 1920, that being an increase of six over 1910. The number of telegraph messenger girls increased from seventy-eight to 434 between 1910 and 1920.

In recent years women have manifested a sharp desire to keep up with men in business matters. They are quick to adventure on a deal that promises profit. The oil "craze" interested thousands of them. The number of women bankers, brokers and money lenders more than doubled between the 1910 and 1920 census enumerations. The figures were 2,834 and 5,804.

In Most States Decrease In Child Labor Is Large

The last census shows that the laws protecting women and children who have to labor for a living are having a good effect. Constant hammering against child labor has influenced employees throughout the States of the Union.

The statistics of the Census Bureau show that for both sexes and for each sex there was a very marked decrease from 1910 to 1920 in the number and in the proportion of children 10 to 15 years of age reported as engaged in gainful occupations.

"These decreases are the more striking," the census experts assert, "because—with the exception of a slight decrease from 1900 to 1910 in the proportion for the males—each of them follows an increase at each of the preceding censuses.

"In each geographic division there was a decrease from 1910 to 1920 in the proportion of males and of females 10 to 15 years of age in gainful occupations, the decrease being especially striking in the West and Central divisions, and in each of the three divisions comprising the South, the South Atlantic, the East South Central and the West South Central Divisions. The decrease was more marked for males than females. It extended to each State, with only the District of Columbia having an increase; and in most of the States the decrease was pronounced. In the case of females only Arizona and the District of Columbia showed an increase in the proportion gainfully occupied.

"The decrease from 1910 to 1920 in the proportion of children 10 to 15 years of age reported as engaged in gainful occupations was general in the cities of 100,000 inhabitants or more as well as in the States. In the case of males only six and in the case of females only three of the sixty-eight cities of 100,000 inhabitants or more showed an increase from 1910 to 1920 in the proportion reported as gainfully occupied. The decrease of the proportion occupied was more marked in the case of males than in the case of females, being especially striking in certain cities."

"The decrease from 1910 to 1920 in the number and in the proportion of children 10 to 15 years of age engaged in gainful occupations undoubtedly was the result, in part, of increased legal restrictions against child labor, of better compulsory school attendance laws and of more efficient enforcement of these two classes of laws," the census experts declare. "For example, the marked decrease from 1910 to 1920 in the number of children employed as mine and quarry operatives probably was in large measure the result of increased legal restrictions against such employment. It is probable also that the greater popular disapproval of child labor decreased the tendency to employ children."

Laws regulating the hours of working women may have increased the employment of men in hotel dining rooms, restaurants and cafes, but the census reports show a larger gain in the number of female waiters than that of males. In 1910 there were 85,798 waitresses, and in 1920 the number had increased to 116,921. Waiters (males) increased very little, the figures for the two years being 102,495 and 115,064.

An interesting fact is that the old time occupation of "midwife" is on the wane. There were 6,205 midwives in 1910 and 4,773 in 1920.

The number of female cooks decreased from 333,436 in 1910 to 288,618 in 1920. Male cooks increased.

### The President and the Federal Judges

By WM. McMURRIE SPEER.  
PRESIDENT HARDING will have the appointment of more Federal Judges than any of his predecessors in the White House. He has already had the appointment of a Chief Justice and an Associate Justice of the United States Supreme Court to succeed Edward Douglas White, who died, and John H. Clarke, who resigned. He will also have in addition to filling the vacancies caused by death and resignation the appointment of twenty-three additional District Judges and one additional Circuit Judge provided for by recent legislation.

Excluding these additional Judges the President has the power to appoint, subject to confirmation by the Senate, to fill vacancies as they may occur, Justices of the United States Supreme Court, of whom there are 9; Judges of the Court of Claims, of whom there are 5; of the Court of Customs Appeals, 5; of the courts of the District of Columbia, 17; Circuit Judges, 33; District Judges, 97, and Territorial Judges, 23.

Other appointments by the President in the Department of Justice are eighty-eight District Attorneys and eighty-eight marshals, one District Attorney and one marshal for each judicial district in the United States. The total number of officers and employees of the Department of Justice, including the court officials, is about 8,000, the majority of whom are appointed by the Attorney-General of the Judges in the different districts and circuits.

Supreme Court Justices Formerly Toured Circuit

There are nine circuits as many as there are Justices of the Supreme Court. In the early existence of the Supreme Court there were not enough cases to keep the Justices occupied more than a week or two out of the year, and they spent most of their time on circuit, doing trial work at the various places for which they were appointed. Although this is no longer the case, the Justices of the Supreme Court have more than can be done in attending to their own calendar.

New York is in the Second judicial circuit, which also includes Connecticut and Vermont. Although this is in the circuit which has the largest volume of business in the United States there are other circuits that have more judges. Prior to the increase in the number of district judges the four New York districts had eight judges, Connecticut one and Vermont one, making ten district judges in the Second circuit, while the Fifth circuit, which includes the Gulf States and the Canal Zone, had eighteen district judges.

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lyn and the rest of Long Island are in the eastern district, Manhattan and The Bronx and the Hudson River counties are in the southern district. The shortage of Judges in New York has been somewhat made up by assigning to New York city Judges from other districts. The Vermont district Judge has spent a good deal of his time holding court in the old post office building. Several Judges from the Fifth circuit sit frequently in New York.

Without this aid the New York city calendar would be further behind than it is. Of the new Judges two are to be added to the southern district of New York and one to the northern district. The Republican organization has announced its recommendations to the President for appointments to these judgeships and also the vacancy caused by the promotion of Judge Mayer from district Judge to circuit Judge.

Federal Judges in New York Paid Less Than State Courts

The Federal judges in New York get about half the salary of the Justices of the State Supreme Court. The United States Attorney-General's salary is larger than the Judge's salary. They, however, have the advantage of a life appointment and the ability to retire on full pay, while the United States Attorney is a political appointment and changes with the change in administration at Washington.

With the exception of President Washington, who being the first President, made all the first appointments to the United States Supreme Court, President Taft in his one term made more appointments than any other President, including the Presidents who served two terms. President Taft appointed five Associate Justices and one Chief Justice. President Roosevelt in his two terms appointed only three Associate Justices. President Cleveland appointed three, President Grant four, President Lincoln four. It was the same number President Jackson appointed. President Monroe in two terms had only one appointment and President Jefferson three.

Except President Washington, who appointed three Chief Justices, only seven Presidents, including President Harding's appointment of Chief Justice Taft, have appointed Chief Justices.

Although Chief Justices have always been men of mature age their terms of service after the court was fully organized have not been long. John Marshall was Chief Justice for 34 years, Taney for 23, Chase for 9, Waite for 14, Fuller for 23 and White for 12. Some of the Associate Justices sat on the bench a long time. Justice Story sat for 34 years, Justice Duval for 25, Justice McLean 32, Justice Miller 28, Justice Brandeis 34, Justice Hughes 24, Justice Clifford 23, Justice White 16 as Associate and 12 years as Chief Justice.

Of the present Associate Justices McKenna has been on the bench 24

### FRANCE SEES HOPE IN HIM



Radical workers have for years considered Herr Stinnes a capitalistic beekeeper whom they could accuse of every possible villainy without doing him any injustice. On the other hand, the inhabitants of devastated France, tired of being held up as examples of the horrors of war, have turned to him in the hope of getting their homes, their farms and lands back.